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AMERICAN NURSERYMAN

CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Vol. XLII

DECEMBER, 1925

No. 6

November 24th.

Despite more man power than usual, adequate equipment, and best intentions in the world, the unprecedented volume and continuity of rain, snow and cold, which afflicted the entire month of November, has seriously impaired our normally prompt and full fall deliveries. Like the rest of you, we are scared stiff about our empty cellars. Getting the stock inside is now the one big idea. We can grade and count later. Then we can tell you in detail what we have to sell for spring.

THE STORRS & HARRISON CO.
1200 "LAKE COUNTY" ACRES
PAINESVILLE - - - - - OHIO

39 STATE ST.



ROCHESTER, N.Y.

American Fruits Publishing Co.

For Season Of 1925

**Pears, Cherries and Roses
Are
OUR LEADERS**

A Complete Variety List of

**FRUIT TREES
ORNAMENTAL TREES
SHRUBS
ENNIALS, EVERGREENS**

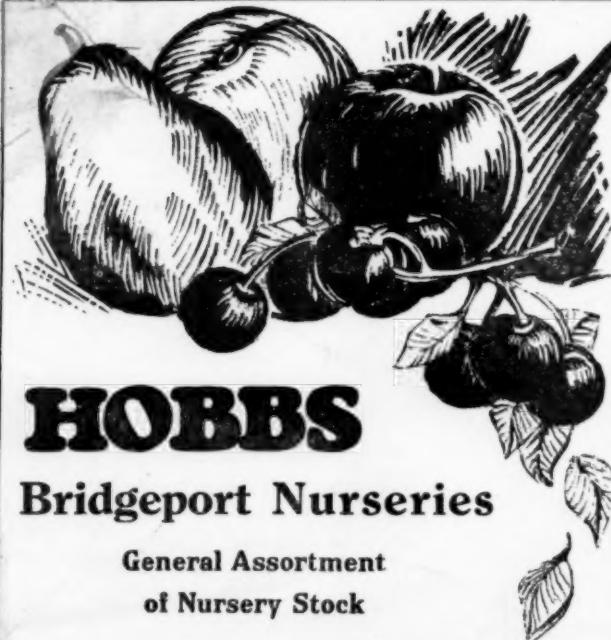
& T. SMITH COMPANY

Lowest Prices Consistent With Quality

Acres

GENEVA, N. Y.

78 Years



HOBBS

Bridgeport Nurseries

General Assortment
of Nursery Stock

We will have in carload lots—
Apple, Peach, Cherry, Shrubs.
Norway and Sugar Maple,
 $2\frac{1}{2}$ in and up.

C. M. Hobbs & Sons

Largest Nursery in Indiana

BRIDGEPORT

INDIANA

CHERRY TREES! CHERRY TREES!

The Best That Can Be Grown!

**SWEET AND SOUR ONE AND TWO YEAR
CAR LOTS OR LESS**

We also offer for Spring and Fall
A General Assortment of

**Standard and Dwarf Apple
Standard and Dwarf Pear,
Plum, Quince and Peach**

TRUE TO NAME

Write For Our Attractive Prices

KELLY BROTHERS NURSERIES

Dansville, N. Y.

THE MONROE NURSERY

ESTABLISHED 1847

Offers a Fine Stock of
**SPECIMEN EVERGREENS
Fruit and Ornamental
TREES and SHRUBS**

Will be pleased to quote on your list of wants.

I. E. ILGENFRITZ' SONS CO.

MONROE, MICHIGAN

Manufacturers of
I. E. Ilgenfritz' Sons Co.'s Celebrated Granite and Steel Planter and Firmer

PRINCETON PRODUCTS

are
The Standard of Excellence
In
ORNAMENTALS

Write for price list.

PRINCETON NURSERIES

Princeton, New Jersey

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American Nurseryman Directory of American Plant Propagators

**Listing Nursery Concerns Which Specialize in Production of Young Stock
Including That Which Has Heretofore Been Imported**

The American Plant Propagators' Association, Organized in 1918, Will Hold Its Eighth Annual Meeting
in Louisville, Ky., June, 1926. William Flemer, Jr., Princeton, N. J., Secretary

TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY. EACH BLOCK \$5.00 PER MONTH UNDER YEARLY
CONTRACT, INCLUDING PUBLICATION ALSO IN THE "AMERICAN NURSERY TRADE BULLETIN"

**HILL'S EVERGREENS
FOR LINING OUT**

Complete assortment of Evergreens including Firs, Junipers, Spruces, Pines, Yews, Arbor Vitae, Cedrus, Taxus, Biatas, etc. Also deciduous ornamental trees and shrubs in wide variety. Your patronage is appreciated.

Write for Wholesale Trade List

The D. HILL NURSERY Co., Inc.
Evergreen Specialists
Largest Growers in America
Box 402 Dundee, Ill.

★
Specialties
ROSES—Rosa Rugonis
SHRUBS

FOX BARBERRY
VIBURNUM PLICATUM
SPIREA—ANTHONY WATERER
WEIGELA—EVA RATHKE
Write for Quotations

The Conard-Pyle Co.
Robert Pyle, Pres. West Grove, Pa.

It Is None Too Soon

to secure your Lining Out Stock. We have good stands, a large assortment, seasonable weather and everything is on the jump. Send your want lists as soon as possible. Selling closed on some items already.

Have especially nice stocks of Nuts, Oaks, Oriental Plane, Climbing Roses, Wistaria, Welgella, Grape Vines, etc., etc.

Wholesale Only

Atlantic Nursery Co.
(Incorporated)
BERLIN, MARYLAND

EVERGREENS

Seedlings—Transplants—Cuttings
Grown under glass

MILLIONS OF THEM

Also a list of Apple, Shade Trees, Hedgeplants, Shrubs, Vines, and Peony

Send for our latest wholesale list.

Sherman Nursery Co.
Charles City, Iowa

**THIS SPACE
\$5.00 Per Month**

Under Yearly Term

Including publication also in the

"American Nursery Trade Bulletin"

Thus Covering the Trade

Established 1868
Naperville Nurseries
TREES, EVERGREENS
SHRUBS, PERENNIALS, Etc.
Growers of
LINING OUT STOCK
Naperville, Ill.

Catalog and list of Lining Out Stock offerings will be sent upon request.
Telephone, Naperville No. 1

GRAPE VINES

Concord and Moore's Early
Exclusively

All vines 2-years old, graded strong and all from 1-year transplanted which should make extra nice vines. Now showing favorable growth.

Will have no 1-year vines to offer for Fall 1925 and Spring 1926.

Fairfield Nurseries, Salisbury, Md.
CHARLES M. PETERS, Proprietor.

EVERGREENS
SEEDLINGS and TRANSPLANTS
FOR LINING OUT

WRITE FOR OUR PRICE LIST

THE NORTH-EASTERN FORESTRY CO.
"WE GROW OUR OWN TREES."
CHESHIRE, CONNECTICUT

Bobbink & Atkins

Rutherford, N. J.

Send your list of wants for quotations. Evergreens and Broad-Leaved Evergreens.

Choice grafted Junipers and Thuyas. Azaleas hardy and half-hardy.

Deciduous shrubs in salable sizes.

We produce the greatest variety of Roses and Herbaceous plants in America.

Ask for our Wholesale Catalogue.

SEEDLINGS
CONNECTICUT VALLEY GROWN

ROSA MULTIFLORA JAPONICA
BERBERIS THUNBERGI
FRENCH CRAB APPLE
CLEMATIS PANICULATA

HOLLAND GROWN

ROSA MANETTI AND RUGOSA

C. E. WILSON & CO.
MANCHESTER, CONN.

Established 1868 Still Going Strong
Wholesale Growers of
Ornamental
NURSERY STOCK
LINING OUT STOCK
A Specialty
Send Us Your Want List
ONARGA NURSERY CO.
ONARGA ILLINOIS

American Hemlock

For Fall 1925 and Spring 1926 we will have a nice lot of once transplanted American Hemlock 4-6" and 6-8". Let us quote you our attractive prices.

List of Native Evergreens, Trees, Shrubs, Ferns, and Wild Flowers on request.

Geo. D. Aiken
PUTNEY, VERMONT
"Grown in Vermont, It's Hardy"

Norway Spruce Seedlings

2-4 in., 2 yr.....	\$ 6.00	10M	100M
3-6 in., 2 yr.....	9.00	75.00	700.00
6-8 in., 2 yr.....	15.00	140.00	

(25M at 100M prices.)

Grown under high shade on new ground under adequate irrigation. Finest plants we ever raised.

In addition a good assortment of young evergreens and shrubs for lining out. Price list on request.

The Scotch Grove Nursery
SCOTCH GROVE, IOWA

Franklin Forestry Co.

NURSERIES AT
COLRAIN AND SUDSBURY, MASS.

FOREST NURSERY STOCK
CONTRACT FOREST PLANTING

Send for our catalogue

89 STATE STREET
BOSTON MASS.

**EVERGREENS & DECIDUOUS TREES
SHRUBS & VINES**

WHOLESALE GROWERS for THE TRADE
of Choicest
Hardy New England Grown
Nursery Stock

Write for Price List Send your Want List

Little Tree Farms
FRAMINGHAM CENTRE, MASSACHUSETTS



WE ARE HEADQUARTERS FOR LINING OUT STOCK

HILL'S EVERGREENS

Hill's Choice Evergreens for Lining Out

A complete range of sizes in practically all leading varieties of Evergreens are offered in our new Wholesale Catalog. The Selected varieties shown here are all leading sorts. Orders can be sent direct from this page.

ONCE TRANSPLANTED EVERGREENS Order in bundles of 25

	Inches	Per 100
Abies Arizonica	x 4 to 6	\$17.50
Abies Balsamea	x 4 to 6	10.00
Abies Brachyphylla	x 4 to 6	20.00
Abies Concolor	x 4 to 6	15.00
Abies Douglasii	x 8 to 10	15.00
Abies Fraseri	x 4 to 6	10.00
Abies Veitchii	x 4 to 6	12.00
Cephalotaxus Pendunculata Fastigiata	x 4 to 5	18.50
Juniperus Suceana	x 6 to 8	20.00
Juniperus Sabina	x 8 to 10	30.00
Juniperus Sabina Prostrata	x 8 to 10	35.00
Juniperus Sabina Tamariscifolia	x 6 to 8	35.00
Pachysandra Terminalis	x 6 to 8	7.00
Picea Alba	x 8 to 10	15.00
Picea Canadensis	x 6 to 8	17.50
Picea Excelsa	x 6 to 8	8.00
Picea Pungens	x 6 to 8	16.00
Pinus Austriaca	x 6 to 8	8.00
Pinus Banksiana	x 10 to 12	9.00
Pinus Cembra	x 4 to 6	27.50
Pinus Excelsa	x 4 to 6	22.50
Pinus Mugho	x 4 to 6	15.00
Pinus Ponderosa	x 6 to 8	8.00
Pinus Sylvesteris	x 6 to 8	8.00
Retinospora Filiformis, Green	x 6 to 8	15.00
Retinospora Plumosa Aurea	x 6 to 8	12.50
Retinospora Plumosa, Green	x 4 to 6	12.50
Retinospora Squarrosa Veitchii	x 6 to 8	12.50
Taxus Canadensis	x 8 to 10	15.00
Taxus Cupidata	x 6 to 8	25.00
Thuya Occidentalis Compacta	x 4 to 6	7.00
Thuya Occidentalis Douglassii Pyramidalis	x 6 to 8	20.00
Thuya Occidentalis Globosa Nova	x 6 to 8	25.00
Thuya Occidentalis Hoveyi	x 8 to 10	20.00
Thuya Occidentalis Lutea	x 6 to 8	25.00
Thuya Occidentalis Pyramidalis	x 8 to 10	25.00
Thuya Occidentalis Rosenthallii	x 6 to 8	25.00
Thuya Occidentalis Umbraeulifera	x 6 to 8	22.50
Thuya Occidentalis Vervainaeana	x 6 to 8	22.50
Thuya Occidentalis Woodwardii	x 6 to 8	22.50
Thuya Occidentalis Wareana Siberica	x 6 to 8	25.00
Tsuga Canadensis	x 4 to 6	13.50

EVERGREEN SEEDLINGS Order in bundles of 50

	Inches	Per 100	Per 1000
Abies Arizonica	0 2 to 4	\$11.00	\$100.00
Abies Brachyphylla	0 2 to 4	12.50	
Bloota Orientalis	0 4 to 6	3.00	20.00
Juniperus Canadensis	0 6 to 8	7.50	65.00
Juniperus Chinensis	0 4 to 6	5.00	40.00
Juniperus Virginiana	0 6 to 8	6.00	50.00
Larix Europaea	0 8 to 10	3.00	20.00
Picea Alba	0 6 to 8	4.50	35.00
Picea Polita	0 2 to 4	15.00	
Picea Canadensis	0 4 to 6	5.00	40.00
Picea Engelmanni	0 4 to 6	4.50	35.00
Picea Excelsa	0 6 to 8	2.50	15.00
Picea Pungens	0 4 to 6	6.00	50.00
Pinus Austriaca	0 4 to 6	4.00	30.00
Pinus Banksiana	0 5 to 8	3.00	20.00
Pinus Montana Uncinata	0 4 to 6	5.50	40.00
Pinus Ponderosa	0 4 to 6	3.00	20.00
Pinus Sylvestris	0 4 to 6	2.50	15.00

TWICE-TRANSPLANTED EVERGREENS B&B

	Feet	Per 10	Per 100
Abies Douglasii	xx 1 to 1½	8.50	75.00
Juniperus Canadensis	xx 1 to 1½	15.00	140.00
Juniperus Chinensis Pfützneriana	xx 1 to 1½	16.50	150.00
Juniperus Chinensis Procumbens	xx 1 to 1½	20.00	
Juniperus Chinensis Stricta	xx 1 to 1½	15.00	
Juniperus Sabina	xx 1 to 1½	17.50	
Juniperus Sabina Prostrata	xx 1 to 1½	20.00	
Juniperus Sabina Tamariscifolia	xx 1 to 1½	20.00	
Juniperus Scopulorum	xx 1 to 1½	12.50	
Juniperus Virginiana	xx 1 to 1½	8.50	75.00
Picea Alba	xx 1 to 1½	10.00	85.00
Picea Canadensis	xx 1 to 1½	12.50	115.00
Picea Excelsa	xx 1 to 1½	8.50	70.00
Picea Pungens, Green	xx 1 to 1½	10.00	
Pinus Austriaca	xx 1 to 1½	10.00	85.00
Pinus Mugho	xx 1½ to 2	12.50	115.00
Pinus Ponderosa	xx 1½ to 2	10.00	
Pinus Strobiformis	xx 1 to 1½	10.00	90.00
Pinus Sylvestris	xx 1 to 1½	10.00	90.00
Taxus Cupidata	xx 1 to 1½	15.00	
Thuya Occidentalis	xx 1½ to 2	8.50	75.00
Thuya Occidentalis	xx 2 to 3	11.50	100.00
Thuya Occidentalis Pyramidalis	xx 1 to 1½	15.00	
Thuya Occidentalis Pyramidalis	xx 1½ to 2	17.50	
Thuya Wareana Siberica	xx 1 to 1½	15.00	140.00
Tsuga Canadensis	xx 1 to 1½	10.00	90.00
Tsuga Canadensis	xx 1½ to 2	12.50	115.00

o—Indicates never transplanted. Suitable for bedding out. Each x indicates one transplanting. B&B signifies balled and burlapped. Wholesale trade list will be mailed to the trade on request. Descriptive catalogue in colors ready December 15th.

THE D. HILL NURSERY CO.

EVERGREEN SPECIALISTS · LARGEST GROWERS IN AMERICA

BOX 402

DUNDEE ILL.

Three Ways To Advertise In The

American Nurseryman
and**American Nursery Trade Bulletin**

CLASSIFIED ADVERTISING—25c per line; minimum 5 lines

- { 1- General or Special Purpose - - - Any Size
 2- American Propagators Directory - 2-in. blocks
 3- Business Card Announcement - 1-in. blocks

Rate: \$2.80 Inch per month; under yearly term, \$2.50

SEED
TREE — FLOWER — SHRUB
HERBST BROTHERS
 96 FRONT ST., NEW YORK
 Agents for T. Sakata & Co.

NURSERY FOR SALE
 Growing nursery in Western Illinois, located on Route No. 7, in splendid sales territory. Full equipped with buildings and water system. Excellent opportunity for an experienced nurseryman. Address
OAKWOOD NURSERY, Geneseo, Illinois.

PEACH! PEACH! PEACH!
 450,000 1-yr. and 360,000 June Buds.
 Large assortment of varieties. Submit your want lists and get our special prices.
 Thirty years growing the peach.
 Wholesale only.
J. C. HALE NURSERY CO., Winchester, Tenn.

AMERICAN NURSERYMAN ---- December, 1925

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editors; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of individuals, etc. All photographs will be returned promptly.

Advertising—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.80 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the cariot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$2.00 a year; to Canada or abroad for \$2.50 a year. Single copies of current volume, 20c; of previous volumes, 25c.

RALPH T. OLcott
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammeled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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To the Trade:

LAST SPRING WAS A CORKER for shortages. They cost the trade thousands of dollars. Every indication is, the coming delivery will be the same.

NOVEMBER BULLETIN—Many items are now gone. Other quantities greatly reduced.

DECEMBER BULLETIN Out about the 5th.

Mr. Buyer, please note this and let us have your business. Cut out your shortages on next Spring's shipments. Stock you want SHOULD BE ORDERED NOW!

Thank you.

Very truly yours,

C. R. Burr & Company, Inc.

MANCHESTER

CONNECTICUT

General Nurserymen

We do not sell at wholesale to retail buyers.

Mount Arbor Nurseries

E. S. Welch, Pres.

SHENANDOAH, IOWA

FRUIT TREE STOCKS

A large supply of high grade French and American grown.

In American grown Apple, Japan and Ussuriensis Pear Seedlings, we have both Topeka and Washington grown. You may have your choice at the same price.

If you haven't secured your wants in Fruit Tree Stocks for next spring's planting, it will pay you to buy now while they are available.

OUR SPECIALTY

A large and complete line of general nursery stock for the wholesale trade.

FRUIT TREES

A complete assortment of Apple, Cherry, Pear, Plum, Peach.

ORNAMENTALS

A fine stock of Trees, Shrubs, Vines, Roses, Perennials.

Always glad to receive your list of wants.

Ask for winter trade list and bulletin now ready.

Fifty years in the wholesale nursery business have made the Mount Arbor Nurseries nationally known.

Best Tree Digger on Earth



Write for Descriptive Circular and Prices

**STARK BRO'S
Nurseries & Orchards Co.
LOUISIANA, MO.**

Some Good Things to Offer!

Apple Trees, Apple Seedlings,
Cherry, Peach, Pear, Apricot
and Plum Trees.

Forest Tree Seedlings, Privet,
Roses, Shrubs, Shade Trees.

We can supply the kind of stock
you want. Send us your want
list and let us quote you prices.

The Ottawa Star Nurseries

Successors to F. H. Stannard & Co.,
OTTAWA KANSAS

Source of **RELIABLE** Nursery News

Is the Nursery Trade Journal

EXCLUSIVELY FOR NURSERYMEN

Those who are content
with a side issue
Get side issue results

The only publication in America devoted to the Nursery Trade in general as a Main Issue is the

AMERICAN NURSERYMAN

American Nurseryman

The Chief Exponent of the American Nursery Trade
National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

Vol. XLII

ROCHESTER, N. Y., DECEMBER, 1925

No. 6

UNIVERSITY TRAINING FOR A BIG TRADE ASSET

Features of a Special Course of Study for Nursery Workers

By PROF. C. E. CARY, Univ'ty Minn.

A SATISFIED customer is the Nurseryman's greatest asset. His constant effort should be toward creating good will through quality stock, right prices and service. These efforts will be repaid manifold by repeat orders as well as new orders. I would like to discuss informally just what the salesmen do to satisfy his customers and keep them satisfied which is still more important.

For just as no chain is stronger than its weakest link so no Nursery organization can ever become completely successful if its sales force is inadequate, insufficiently trained, equipped and supported. Regardless of the volume of business you do, regardless of acreage in stock, and regardless of the size of your sales force, this much is true, that your salesman should be trained and equipped to render to your customer an invaluable service. The slogan: "We consider no transaction complete until you are satisfied" is an order getter, but unless some concerted efforts are made to back it up, it is not an order keeper, or repeater.

Primarily your sales force is spreading the gospel of "a more fruitful and more beautiful Northwest" and endeavoring to dispose of the many items you are growing for this purpose.

While the fundamental principles of selling any product are applicable to selling Nursery products the Nursery salesman, I believe, more than any other should be trained and equipped because of the nature of his goods, to render a before and after service to his customer.

It does not fall to the lot of every one to have the advantages of a so-called higher education, though nowadays with our Federal and State Department of Agriculture, well equipped libraries (some traveling), extension services, short courses, correspondence schools, county agents, etc., one can hardly conceive of anyone, who so desires, not obtaining a well-grounded, well-rounded education for a small financial outlay and some mental and physical effort upon his own part.

Your salesmen then through individual efforts, or with your co-operation may equip himself to render you, your customers and himself a better service, and be rewarded accordingly.

Several means and methods of accomplishing this end come to my mind, principal among them the following:

First (and I sincerely believe the most effective) a course of instruction and practice under the guidance of your own organization, assuming of course that you number among your business associates men or women who themselves are trained to do this. This may consist of a required period spent at the Nursery before going out on the road and be followed by weekly, bi-monthly or monthly issues of a house organ which would follow up by lessons, suggestions, sales helps, etc., the efforts started at home. This procedure might fittingly culminate in a yearly sales convention, at which time the previous year's work would be gone forever, perplexing problems smoothed out and a flying start made for another year of greater service.

This is not a new idea; many of you have already used this means to accomplish the end desired, all of you should if practicable.

As to the nature of the instruction given you know as well as I do what this should be, though I would stress this feature: The advent of the automobile, better roads, increased travel from city to country, and country to city has changed the farmer's outlook (or should I say lookout) considerably. Where heretofore things of utility alone claimed first consideration the desire for more beauty is creeping in, and this has been one of the many reasons for the brisk demand for ornamental stock. It naturally follows that this same farmer, benefiting by his contract with his city brother, would request a so-called landscape lay-out in connection with his purchase of these ornaments; and so particular stress should be placed at this time on training and equipping our sales force to render this service. It is only a short step then to the larger order from the school board, cemetery and park officials.

We are all benefited by contact and exchange of ideas and experience with those who are interested in the same endeavors as ourselves; and so our state university, knowing that this contact could do nothing else but benefit those involved, instituted several years ago, short-courses designed to fit the needs of a wide range of commercial activities, butter making, homemaking, tractor running, etc. One of the best attended, most helpful one of these courses has been the Horticultural Short Course, usually covering a period of three weeks early in February. While in the past the subject matter of the courses has not been designed to fill the particular needs or desires of Nursery salesmen and workers, yet many have attended and we know benefited by them. This year, because of my own interests in the matter, we are going to concentrate the first week on just such things as I have been reviewing, and with your moral support we hope to put it over big, to the manifest good of all concerned—you, your salesman and your customer.

While the details of the course have not as yet been decided upon, in a general way it will cover such subjects as the following:

"The Landscape Service Department and the salesman."

"Planning and care of fruits and ornamentals."

"Surveying and studying the landscape problem."

"The choice of plant material for a landscape composition."

"Planting plans, lists and estimates."

"Plantings for park, cemeteries and other public grounds."

"Continuous bloom throughout the summer."

"Screen plantings."

"Windbreaks."

"Orchard planting plans."

And many others of interest to salesman and sales manager alike.

We, at the university, can give these courses, and will gladly do so; but it remains for you to support them and to a large extent to furnish the students. Might I suggest, yes recommend, that you not only urge the attendance of at least one of your sales force, but make it possible for him to attend—by financial assistance if need be. Why not institute a campaign for increased sales during the first month of the new year, with attendance at this course as an incentive for the salesman that shows the most progress?

In the Interest of the Farmer

Upon the prosperity of the farmer depends in large part that of the Nurseryman. It is of interest to note that two or three weeks ago the Washington Farmer, Spokane, Wash., commented on the hearings in Chicago wherein 73 western railroads pressed their claims before the interstate commerce commission by an increase in freight rates. The railroads insisted that they were not doing as well in a business way as the farmers, consequently that agricultural products can stand higher freight rates. The Farmer combated this position, quoting from a most authoritative study on "Income from Agricultural Products," made by the United States agricultural bureau of economics. This article in The Farmer was sent to the members of congress, governors of states, farm newspapers and officers of farm organizations. Replies have been received from members of congress as follows:

Secretary Arthur Capper, of Kansas, a member of the senate agricultural committee and publisher of farm newspapers, writes: "thank you for sending me copy of your excellent editorial, 'Farmers' Incomes Are Much Below Incomes of the Railroads.' I fully approve of your stand on this question. Most assuredly there should be no increase in freight rates on agricultural products. In fact, farmers in our section believe rates on many agricultural commodities should be reduced. The farm organizations of Kansas are united in their opposition to the application of the railroads for an increase and have been represented at the hearings of the interstate commerce commission at Chicago by one of the ablest attorneys of Kansas, Honorable Fred S. Jackson, former attorney general."

Congressman John McSweeney of Ohio, a member of the committee on agriculture of the house of representatives, writes: "From my own investigation of the situation I feel that the freight rates now in force are so high that agricultural interests suffer thereby, and I shall be glad for any further data which you care to send to me on this subject."

Congressman Knut Wefald, of Minnesota writes: "I have read the article with much interest and I may want to use it in the discussions that are bound to arise in the next congress. We here in Minnesota sincerely hope that your men from the far western states will help us put up a stiffer fight for the farmers than we have done before, only by sticking to it can we convince the east that the west is an integral part of this country and entitled to some consideration. While the crop this year gives a fair return and it is a little easier for the farmers, farm conditions are still bad. As long as farm lands can not be sold at any price there is something wrong about farming."

New Budding Tool—Another useful tool for pecan growers and Nurserymen has come out of the big pecan state of Texas. It is a budding tool for making at one operation the square cut in stock and scion. It is the product of John R. Donnelly, Austin, Tex. This budding tool is of high grade workmanship throughout and is adjustable as to operation, providing for vertical and horizontal work and for folding the blades out of the way when not in use. An extra set of blades may also be procured. It is a real tool of first class workmanship.

THE WORK OF PRESERVING AMERICAN AGRICULTURE

Echoes of the Bulb Conference With the Department of Agriculture

[From Nov. Issue *Nursery Trade Bulletin*]

Both proponents and opponents of the proposed embargo on imported narcissus bulbs and bulbs of related species were given full hearings in the conference held by the United States Department of Agriculture in Washington Monday and Tuesday, November 16 and 17. The hearing, which was called to afford opportunity for a full reconsideration of the restrictions on the entry of these bulbs, was attended by nearly 400 persons, representatives of the Nursery and bulb industries, of garden and horticultural clubs, and many other interests. It was one of the biggest and most heated conferences on an embargo ever held by the Department.

Through its representative at the conference, T. R. Pierson, the Society of American Florists went on record against the embargo. Arthur C. Burrage, representing the Massachusetts Horticultural Society, asked postponement of the embargo until it could be adequately and publicly demonstrated that more than one onion section had been materially damaged, that home grown bulb production has been developed sufficiently to meet the domestic demand, and that the hot water treatment of bulbs is not an effective treatment for control of the bulb pests.

At the session on Tuesday the American Bulb Growers Committee presented a heated fight for the enforcement of the quarantine. Adduced evidence shows that American production has developed sufficiently to supply the demand and the domestic industry would be jeopardized if the embargo is rescinded. Propaganda is being put out by American Seed Trade Association and Vaughan's Seed Store against the embargo. The Congressman from California charges that the opposition is backed by foreign money. No decision is expected for two or three weeks.

Nurserymen at Conference

The following Nurserymen were present:
 Henry B. Chase, Chase, Ala.
 Rhea F. Elliott, Elliott Nursery Co., Pittsburgh, Pa.
 Wm. Flemer, Jr., Princeton Nurseries, N. J.
 Mr. Grullemans, Wayside Gardens Co., Mentor, Ohio.
 Henry T. Moon, Morrisville, Pa.
 C. H. Perkins, Jackson & Perkins Co., Newark, N. Y.
 Robert Pyle, West Grove, Pa.
 George C. Roeding, San Francisco, Cal.
 Among others present were: Peter Bissett, horticulturist, Bureau Plant Industry; C. P. Close, U. S. D. A.; Dr. L. C. Corbett, U. S. D. A.; L. McCormick Goodhart, British Embassy, Washington, D. C.; Thomas J. Headlee, entomologist, New Brunswick, N. J.; Joseph H. Hill, president, Society of American Florists, Richmond, Ind.; L. O. Howard, chief, Bureau Entomology, U. S. D. A., Washington, D. C.; J. Horace McFarland, chairman, Horticultural Quarantine Committee, Harrisburg, Pa.; W. A. Manda, horticulturist, South Orange, N. J.; A. Miller, president, American Bulb Co., Chicago, Ill.; Frank R. Pierson, N. Y. Horticultural Society, Tarrytown, N. Y.; Dr. H. Van Asch van Wyck, counselor Royal Netherlands Legation, Washington, D. C.; Anthony Waterer, Seedsman and bulb importer, Philadelphia, Pa.; John Young, secretary, Society of American Florists, New York City.

Fred M. Young, wholesale florist at 41 East 52nd street, Portland, Oregon, reports that his holiday plants are coming along in fine shape. He is doing especially well with English Holly.

Mr. Young is one of the leaders of the Northwestern Bulb Growers Association particularly interested in the enforcement of the Embargo Law as passed by Congress. Although some large importers are protesting against the law, Mr. Young feels that the law is a wise and timely measure to

prevent the bringing of disease into the country.

As to a shortage of bulbs in this country, Mr. Young states that in his opinion there will be enough bulbs grown right here in the United States within the next three or four years to more than supply the country.

"The main thing," he says, "is to guard the best interests of the country and this industry as a whole rather than to favor the private enterprises of a few large importers."—Western Florist.

California's Strong Stand

Referring to the subject of the recent conference in Washington, D. C., John E. Pickett writing in the Pacific Rural Press of Nov. 14th, says:

The fight really dates back to 1912 when Congress created the Federal Horticultural Board and gave it power to shut the gate against insect and disease aliens which foreign shippers were ready to send us as stowaways on the trees and plants and bulbs which they sold us.

It is an old story known to most of us, no doubt, that Japan shipped us the citrus canker and that it was necessary to burn the trees and scorch the soil with a blow torch before the disease was under control. The cost of doing this was at least twenty million dollars. Growers had their groves destroyed before their eyes without a cent of recompense.

The boll weevil crossed the Rio Grande, and the "Pink 'Un" followed.

The Japanese beetle, with an appetite like a forest fire, sweeps westward from the Atlantic coast.

The European corn borer tunnels westward through the sub-structure of the Nation's wealth.

The intermountain country battles the alfalfa weevil.

The oriental fruit worm is now established in a half-dozen eastern states.

Any one who has ever seen the graveyard that the chestnut blight leaves behind should believe in protection from pests and disease, for it swept the chestnut trees of the East like fire, and the great groves that were once the pride of the East were left stark and bare cemeteries of the dead.

Many farmers in California have a thousand dollars worth of equipment for the sole purpose of fighting insects and disease, and year by year the fight becomes harder and more expensive.

So the big need is to keep further pests out, for the pest that may be fairly harmless abroad comes into this territory minus its natural enemies and may be a veritable demon here.

As F. B. McKevitt pointed out, there are many such plagues waiting for the first lowering of our vigilance to find new worlds to conquer in the United States. The Mediterranean fruit fly, one of these scourges, is a pioneer and is ready to move on to this territory.

It might seem that the entire United States would understand this menace and be ready to repel the foreign invasion. Each portion of the United States has its foreign pests and finds the fight against them burdensome and very expensive.

C. C. Teague, chairman of the Sacramento meeting called the situation very serious and the attacks on the Horticultural Board and its famous Quarantine 37 "vicious." The annual loss from pests and disease is more than a billion dollars a year, he pointed out.

Fred W. Read, of the California Fruit Exchange, gave some startling facts showing how many ports are unguarded or poorly guarded.

Mr. Roeding declared that the danger is so great that the quarantine should not be modified, but be made stronger. He has been to Washington a number of times to look into this matter, and he says the attacks on the Horticultural Board and its members are wholly unwarranted.

Strong resolutions were adopted supporting the Federal Horticultural Board and its quarantines.

Resolutions at Sacramento
 The California Association of County

Horticultural Commissioners in convention at Sacramento, November 2 to 5, 1925, passed this: Resolved, That we thoroughly believe in the principle which influenced the passage of the Plant Quarantine Act; that we are thoroughly in sympathy with the principles which have prompted the promulgation of certain quarantines under the act; that we urge the maintenance of the principles basic in the Plant Quarantine Act and the quarantines promulgated thereunder and that in order that California agriculture may be effectively protected from invasion by pests, that where quarantine action is essential to the continuance of this protection from pests that such action be strengthened rather than modified and that any attempt to impair the efficiency of the Plant Quarantine Act be strenuously opposed.

Montana Quarantines

By **GEORGE H. MANNING**, Washington Correspondent of the American *Nurseryman*

Over the signature of Governor J. E. Erickson, the State of Montana has issued a proclamation declaring the cultivated black currant (*Ribes nigrum*) and its varieties a public nuisance in the state.

Says the proclamation in part:

"The destruction of these plants is hereby ordered in this state, and it shall be unlawful for any person to possess, propagate, sell or offer for sale these plants in the State of Montana."

"In addition, I do hereby declare and proclaim a quarantine prohibiting the shipment or movement of any cultivated black currant plants (*Ribes nigrum* and its varieties) into or within the State of Montana."

"All horticultural inspectors are hereby ordered and instructed to intercept, condemn, destroy or return to the shipper any movement or shipment of cultivated black currants into or within the State of Montana, and to condemn and destroy any black currants found growing in the State of Montana."

The measure was instituted as a protection against entry of the white pine blister rust in Montana.

Middle West Inspection

By **GEORGE H. MANNING**, Washington Correspondent of the American *Nurseryman*

Fall quarantine inspection work at various points in the Middle West, in the enforcement of Quarantine 26 restricting the shipment of currant and gooseberry plants and white pine trees, is now being brought to a close.

Four temporary inspectors of the Federal Horticultural Board, loaned from the Office of Blister Rust Control of the Bureau of Plant Industry, have been engaged in the work. They are Messrs. Craig, Hodgkins, Ninman and Sheals.

Inspection of Nursery stock in transit was carried on during the fall shipping season at St. Paul, Omaha, Council Bluffs, Kansas City, Chicago, and other points.

Minnesota Nursery Inspection Law now requires all dealers in Nursery stock to secure a dealer's certificate which heretofore was required only by dealers shipping Nursery stock by parcel post, express or freight. The legal fee for a certificate is five dollars each year. Application blanks will be sent on request and certificates must be secured prior to the sale of plants in the fall of 1925, or spring of 1926.

Minnesota Horticultural Society

This society was organized in Rochester, Minn., in 1886. Its 59th annual meeting will be held Dec. 1-4, in Minneapolis. The usual comprehensive program will be presented.

AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Brimming with exclusive trade news. Absolutely independent. NOT OWNED BY "NURSERYMEN."

NURSERY TRADE CONDITIONS ON PACIFIC COAST

As Reported by the Pacific Coast Association of Nurserymen

SUPPLY AND PROSPECTIVE DEMAND

Reports from officials of this Association, advice from various Nurseries and from preliminary surveys made, indicate that there will be a good clean-up, on the Pacific Coast, in commercial varieties of fruit stocks and that the demand for ornamentals will be increased above the total business of last year.

The larger Nurseries in the Yakima Valley report a strong demand for peach, pear and cherry trees and anticipate that all good stock of commercial varieties will be required by planters. One of the leading wholesale Nurseries in Oregon advises that shortages have already developed in many lines, with a prospect of all desirable stock being cleaned up early in the season. The market for prune trees, on the part of commercial planters as usual, develops later in the season; but it would not be surprising to see a scramble for some varieties of prune, because stock is limited compared with the total volume required for the replenishment neglected for several years.

The market for all classes of fruit, fresh, canned and dried, is strongly normal at satisfactory prices and the prospects are there will be a gradual increase in planting by commercial fruit growers, generally of the classes and varieties suited to the various fruit growing districts on the Pacific Coast; but there is no planting boom in sight to disturb future stability.

During the month to November 15th demand for seedling stocks has been strong, indicating that Nurserymen are preparing for a normal plant next season. The problem is to plant sufficient in totals to meet a strong normal demand while avoiding the production of surpluses resulting in waste both to the individual and to Nurserymen generally. Further information regarding the prospectives for bud lists will be given following more complete surveys and in time to avail for next season.

A valuable, timely report has been submitted by J. V. Mann, vice-president of this Association, Niles, California, regarding:

PRODUCTION AND DEMAND FOR ORNAMENTAL STOCK IN CALIFORNIA, SEASON 1925-26

Extreme Southern Part of the State: Increase here in building production, partially due to the construction of larger homes on private estates. All large landscape firms report increase and heavy demands. Most of the ornamental stock about on par with the market conditions. This section had recent rains and the season looks very favorable. Conifers, most likely, will be short. Roses are grown on a small scale, most of them being shipped in.

SOUTHERN CALIFORNIA

Production of broad-leaf evergreens here, as extreme south, may exceed local demand. Southern California district is one of the largest producers of field grown roses. Demand will be heavy. Conifers of the fast growing varieties will be produced in sufficient quantities to take care of all requirements, while in the slower growing varieties it is quite possible there will be a shortage. Deciduous shrubs and trees are used in limited quantities and are usually shipped in.

CENTRAL CALIFORNIA

This part being more of an agricultural section will naturally require more shade trees and deciduous shrubs with a limited supply of broad leaf evergreens. In this section, and similar districts, the rural homes are being more heavily planted than ever before with ornamentals.

NORTHERN CALIFORNIA

In this part are greater building activities

THE NURSERY TRADE RECORD

Are you preserving the issues of the AMERICAN NURSERYMAN? They constitute an unequalled record of the American Nursery Industry. An index for each six months volume is provided for subscribers, so that, if files of the Journal are kept intact, reference can be made at once to needed information.

than ever before. More of the slower growing conifers are used in this section than in any other part of the state. Production unable to meet demands. Heavy demands for broad leaf evergreens with enough stock to take care of requirements. Field grown roses are budded on manetti, chiefly produced for northern and eastern trade, as well as local and for Southern California. There is also a shortage in these roses.

GENERAL CONDITIONS THROUGHOUT THE STATE

Prospects for heavy planting this season are better than at any time during several years, due to the increased building activity and very favorable humid, climatic conditions. The past season we had abundant rain and our water supply is ample for the coming season.

It is a little early to determine the volume of fruit stock likely to be used by planters in California this season, but there is very good prospect for a normal plant, exceeding each of the past two years, while the supply of good fruit stock is not too large.

The demand for ornamental stocks in Washington, Oregon and Idaho is greater than ever before. While supply is good in totals, only limited supply for outside distribution.

From the viewpoint of supply and demand and for a good clean-up, all first-class stock, both fruit and ornamental, on the Pacific Coast, has fair market values; while lower qualities of stock, inferior service, or both, naturally reduces values to lower prices as in other general business transactions. It would be unreasonable to expect buyers to pay more for any Nursery stock than it is actually worth. For the coming season there is no obstacle in sight to prevent a good volume of business at fair market values for Nursery stock delivered. The Association has been co-operating with bulb growers to secure protection as proposed by the Federal Horticultural Board.

A combined list to the trade will be issued in February.

C. A. TONNESON,
Executive Secretary.

Burton, Wash., Nov. 1925.

Obituary

Edward Alexander Powell, for years a prominent Nurseryman, died Nov. 19th at his home in Syracuse, N. Y. He was born in Shadeland, Pa., Jan. 27, 1838, a son of Howell Powell, stock breeder and farmer.

In early life Mr. Powell was a school teacher, resigning his work at New Carlisle, Ohio, in 1862, to return to the pursuit of farming. He soon established a growing Nursery business and embarked in cattle breeding. In 1868 he moved to Syracuse, N. Y., and became associated with W. Brown Smith. Wing R. Smith and W. Judson Smith also became partners, and for years the firm was known as Smith & Powell. The year he went to Syracuse Mr. Powell married W. Brown Smith's only daughter.

Much Nursery stock was sold by Smith & Powell. His success was such in cattle raising that for five years he was president of the Holstein-Friesian Association of America, having been one of the first to breed imported strain from Europe. He was largely instrumental in having the New York State Fair permanently located at Syracuse in 1888, the site chosen being a part of the Smith & Powell farm near Onondaga Lake.

When the Syracuse, Lakeside & Baldwinsville railroad was opened Mr. Powell was president of the company. He served as president of the Syracuse Chamber of Commerce, vice-president of the Onondaga County Savings Bank, president of the board of trustees of First Presbyterian church, director of Onondaga Historical Society, president of the Children's Aid Society and for five years president of the Bureau of Labor and Charities. In 1921 he was given the degree of L.H. D. by Syracuse University. E. Alexander Powell, Jr., author and traveler, is his only child.

TENNESSEE NURSERYMEN'S ASSOCIATION

G. M. Bentley, Knoxville Secretary

The Nurserymen inspections of Tennessee aggregating one thousand have been completed. Of this number nine hundred eighty received their certificates of inspection. In spite of the dry season the growth has been prolonged, and the calibration at digging time has been equal to that of the normal season. The shipping season opened early, about the middle of October, and is continuing vigorously at present.

The annual convention of the Tennessee State Nurserymen's Association will be held in Chattanooga on January 27th, 1926. The present officers of the state association are:

President—Harry Nicholson, Decherd, Tenn., Proprietor of the Commercial Nursery Co.

Vice-Pres.—W. A. Easterly, Cleveland, Tenn., proprietor of Easterly Nursery.

Sec'y-Treas.—G. M. Bentley, Knoxville, Tenn., state entomologist.

Many of the Nurserymen attended the florists' convention Oct. 12th, in Atlanta, Ga. The Tennessee Nurserymen and florists remaining over to attend the meeting of the F. T. D. on the 13th, 14th and 15th.

G. M. BENTLEY,
Secretary-Treas.

Kelway & Son Announcement

William Kelway and James Kelway, Langport, England, announce that William Kelway, only son of the late James Kelway, 1815-1899 (the founder of Kelway & Son), who has been connected with the firm for upwards of seventy years, at first with his father, then as sole proprietor, and until recently in partnership with his eldest son James, has decided, being now 85 years of age, to retire from business. The partnership heretofore subsisting between William Kelway of "Brooklands," Langport, in the County of Somerset, and James Kelway of "Wearne Wyche," Langport, carrying on business as seed growers, merchants and horticulturists at Langport, under the style of Kelway & Son, has been dissolved as from December 31, 1924, and James Kelway, who entered the firm in 1888, will carry on the business as sole proprietor under the style of Kelway & Son.

Canadian Nursery Changes Hands

McConnell Nursery Co., Port Burwell, Ontario, Canada, has bought the Nursery business of A. W. Graham, St. Thomas, Ont., including stock on hand, mailing lists and good will. Mr. Graham, who has been in the Nursery business some thirty or forty years, sold out on account of advanced age.

The purchaser is completing a packing and storage plant to handle its increasing business. The building, a three story structure, has been so arranged and equipped as to facilitate the handling of Nursery stock shipments in the best possible condition.

D. B. Van Buren, assistant director, Bureau of Plant Industry, Washington D. C., has issued a compilation in tabular form showing general requirements as to transportation for interstate trade of Nursery stock—a wall chart 25 x 28 inches for ready reference at shipping time; also charts for each state showing quarantines against the movement of Nursery stock from a certain state to other states. That for New York state is 14 x 23 inches. These valuable compilations are by Maude A. Thompson, junior plant quarantine inspector, Bureau of Plant Industry.

William F. Miller, Gloucester City, N. J., has added a 25 x 60 ft. greenhouse to his equipment.

NURSERY INTEREST IN CHRISTMAS TREE PROBLEM

Cultivation a Coming Business in the Opinion of Many

BY GEORGE H. MANNING,
Washington Correspondent of the American
Nurseryman

Washington, D. C.—Marketing possibilities of Nursery-grown Christmas greens during the holiday season is becoming a subject of increasing importance to the Nursery trade. With the rapid clearing of woodlands for building and development purposes and the seasonal stripping of the remaining woodlands of decorative materials, it is certain that in a comparatively few years the public will not be able to get the natural greens in any quantity, and that decorative Christmas plants will soon be extensively cultivated. Campaigns conducted by numerous conservation societies and organizations for the preservation of Christmas trees and decorative plants in the woodlands are also proving a stimulus to Nursery production in these lines.

Christmas trade in the holiday greens reaches tremendous figures. Last year, it is stated, the Pennsylvania railroad company shipped 13,979 cases of holly branches and wreaths, a total of nearly 2,800,000 wreaths, from Delaware and the Eastern Shore of Maryland alone, and at least as many more cases probably were shipped by boat. Eastern Virginia, North and South Carolina, Georgia and Texas, it is estimated, shipped as large quantities by rail and boat. Pines and the better grades of spruce and fir, together with some cedar and hemlock, although the latter are somewhat too slender branched to be in great demand, are shipped in large quantities for the Christmas trade. The spruce and fir are imported to a large extent by southern cities from the north, although in the last two years, these shipments have been considerably restricted by the blister rust and gypsy moth quarantines. Large quantities of the Christmas trees remaining unsold after the festive season are usually burned, representing an utter waste.

A further unfortunate feature of the Christmas tree trade is the fact that a considerable proportion of the marketed material is stolen. Wholesale cutting in farm woodlots and timberlands without the permission of the owner is common, and often great damage is done. The practice of toppling sizeable trees for the Christmas tree trade is particularly destructive, as it frequently injures commercial timber. Owners should increase their efforts to put a stop to the pilfering of Christmas decorative material, and make a charge for the cutting. In some sections of New York, owners are even reported to have sprayed their trees in November with a mixture of lime and glue to make them unsalable if stolen. The mixture is washed off by spring rains without injury to the trees.

California is meeting this problem of pilfered Christmas greens to some extent by a law for the protection of the California Holly, or Toyon. This is not a true holly, but a member of the rose family, which was formerly abundant in the wild state in the coast range of California. It is becoming very rare around all thickly settled sections, however, due to wholesale stripping of the woods for the trade in decorative plants. The Toyon is now being cultivated largely as an ornamental, as it is one of the principal sources of decorative material in the state at all seasons. The California law requires a certificate of ownership, or of permission of the owner to cut all that is offered for sale, and it is claimed that this has reduced the sales of the wild material considerably. Similar laws in other states would be a material protection to the legitimate trade in Christmas greens.

The native holly is indigenous to the eastern states and ranges from Massachusetts to Florida and Eastern Texas. The western half of the United States has no native evergreen holly, but considerable quantities of the European holly are now cultivated in Washington and Oregon and shipped to adjoining states. This and the native holly may be grown readily from cuttings; but the seed have to remain in the ground two winters to germinate, and plants of both kinds are now listed by many Nurserymen in from 1½ to 5 foot sizes at from 75

cents to \$10 each, and in some cases include guaranteed pistillate or staminate trees and those in which trees of one sex are budded or grafted on to trees of the other sex. Only female trees bear berries and without the proximity of a male tree or budded or grafted male branches, no berries are produced.

The winterberry, the mountain laurel and the ground pine are native plants extensively used as Christmas decorations in the eastern states. All of these are rapidly disappearing in many sections, as are the Oregon grape in the Northwest and the smilax and galax in the South.

Among the growing cultivated plants, suitable for Christmas decorations which are being offered by Nurserymen are small tubbed evergreen trees and Boxwood, potted Coontie, Holly, Ardisia, Jerusalem Cherry, Peppers, Dwarf Orange, Poinsettia, Scarlet Plume, Araucaria, Cyclamen, Primulas, Heather, Asparagus and the smaller ferns.

Christmas-tree crops, raised on plots especially set aside for the growing of evergreens, seems to be a coming business, say forestry officials of the United States Department of Agriculture. Although Federal foresters do not feel that the use of Christmas trees is either a menace to the country's timber supply or incompatible with forest conservation, they point out that the practice of growing small evergreens especially for the Christmas trade is far better than cutting them in an indiscriminate manner.

In 1924 spruce and fir trees commonly sold for \$1 to \$3 and more on the streets of the larger eastern cities. Retail prices have increased several hundred per cent in the last 15 or 20 years and high prices are likely to prevail in the future. Growing Christmas trees in plantations near large consuming centers is beginning to look like an attractive business. This is particularly true for centers in the Eastern and Middle Western States, which are rather distant from a natural source of supply. Several such plantations are already in existence from which trees have been sold at prices ranging from 50 cents to \$1.50 each. In a plantation adjacent to a main road it seems probable that the trees could be sold right on the ground to people passing in automobiles.

Spruces and firs, where they can be grown, are the logical choice for planting, because they are the most desired as Christmas trees and command the highest prices. Since the trees will be grown only from five to eight years after they are set out, they can be planted at the rate of 5,000 to the acre.

It is doubtful, says the department, whether Christmas-tree plantations would at present yield satisfactory financial returns in the South and the far West because of the abundant supply of small evergreens found in the forests of those localities.

Experiment in Christmas Trees

Some years ago Judge John E. Fox, of Harrisburg, Pa., planted 9,000 spruce trees at his country place. "I thought," said he, "that when the trees grew old enough I could sell Christmas trees to thin out my spruce forest." But the judge did better than that.

"I have sold," he went on, "3000 young spruce for transplanting by those who bought them. And I got enough for those 3000 trees to pay for all the labor and cost of the 9000 original trees, of which I still have 6000."

Campaign for Living Christmas Trees

New York, Nov. 1—The National Plant Flower and Fruit Guild, 70 Fifth Avenue, today announced a nation-wide plan for the saving of American evergreen forests which will be put in operation by its branches as well as by chambers of commerce, rotary clubs, girl scouts and other welfare bodies throughout the country at Christmas time, the plan providing for the purchase from tree Nurseries of living Christmas trees for distribution to aged and poor people, children and the sick. Upwards of twenty chambers of com-

Nurseryman In Land Deal

Oroville, Cal., Nov. 2—That a deal has been completed whereby 1015 acres of land in the Oroville-Wyandotte District would be taken over by a group of Southern California and San Joaquin Nurserymen, was the announcement made recently by W. R. Drury of the Pleasant View Nursery. It is stated that the deal involves \$200,000, all of which has been subscribed and that no stock will be offered for sale.

The new company, Mr. Drury states, is to be known as the Oroville Citrus Fruit Syndicate. At the head of the company is W. A. Stillman of Ontario, president; G. A. Water, of Fresno, vice-president, and W. A. Stillman, Jr., of Fresno, treasurer; W. R. Drury, Oroville, general manager. Mr. Drury states that all are experienced Nurserymen.

Mr. Drury states that it is the plan of the company to make the Nursery the distributing center for Nursery stock for Northern California and Southern Oregon. He states that deeds for the property will be recorded immediately. Until such deeds are recorded, no statement as to the site is being made other than that the land lies in the Oroville-Wyandotte Irrigation District.

Florida Realtor's Nursery

Tampa, Fla., Nov. 7—Purchase of 40 acres of improved land near the Tampa-Plant City highway, between Dover and Seffner, for use as a Nursery for the D. P. Davis Properties, is announced by Arthur Y. Milam, vice-president and treasurer of the Davis company. The property also borders on the railroad. Mr. Milam said.

When the new tract is developed, the Davis company will have approximately 100 acres of Nurseries in different parts of South Florida. The others are located as follows: 20 acres in West Tampa; 20 acres in St. Petersburg and 20 acres at Boynton, on the east coast.

All of the Nurseries will contribute to the elaborate program of beautification adopted for Davis Islands, Mr. Milam said. Plans call for expenditure of more than half million dollars in making the local development of the D. P. Davis Properties the most picturesque residential district in Florida, he said. Frank M. Button, landscape engineer, is in charge.

Wisconsin Horticulturists

At the annual convention of the Wisconsin Horticultural Society, in Eau Claire, Nov. 18-20, Prof. C. E. Cary, of the landscape Department of the University of Minnesota, presented a paper on "Flighty Vistas Around the Home."

Chief Plant Inspector P. A. Glenn, of the Illinois Department of Agriculture, who had been asked to make a statement as to what Illinois is doing in regard to the systematic diseases of raspberry, said that the Division of Plant Industry is giving raspberry plantations, from which plants are to be sold, two inspections during July and August, affected plants being marked and the owners required to remove them. In case of failure to remove these plants certificate is denied. Certificate is also denied for patches in which the diseased plants are very abundant.

Prof. R. E. Vaughn, University of Wisconsin, discussed diseases of ornamental plants. There was an address by W. G. McKay. An exhibit of Nursery stock was made.

merce and other bodies have undertaken to put the plan in operation in their cities, and two state governors, Governor Adam McMullen of Nebraska and Governor Tom J. Terral of Arkansas publicly indorse the plan as do the American Forestry Association and the American Tree Association, both with headquarters in Washington, D. C.

AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Brimming with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

A NUT ENTHUSIAST OF SHANGHAI, CHINA



P. W. WANG (center), Botanist, Banker, Publisher, Large Land Owner, Who Entertained HENRY B. CHASE (right), Chase, Ala., and W. C. REED (left), Vincennes, Ind., During their World Tour Stop in Shanghai This Summer. See Page 82.

LITERATURE

Essentials of Systematic Pomology: By Brooks D. Drain, assistant professor of pomology, Massachusetts Agricultural College; cloth, large Svo., pp. 284, illustrated, \$2.90 postpaid. Rochester, N. Y.: American Fruits Pub. Co.

This is one of the Wiley Agricultural Series, edited by Dr. J. G. Lipman, dean of agriculture, Rutgers College and the State University of New Jersey, and published by John Wiley & Sons, New York. The book is designed primarily as a text-book in systematic pomology, but this in no way detracts from its value to the Nurseryman who desires a basic knowledge of the industry in which he specializes. The book does not claim to be original in subject matter. There again it has special value for the practical operation, in that it has gathered and made easy of reference, by copious index, material from other books, bulletins and periodicals, to that extent serving as a compendium.

There are 21 chapters the titles of which indicate the contents of the book: Development Systematic Botany; Fruit Study of Apple Varieties; Orchard Studies of Some Fruits; Fruit Study of Pear Varieties; Classification of Pomaceous Fruits; Fruit Study of Plum Varieties; Plant Studies of Plums and Grapes; Study of Peach Varieties, of Cherry, Grape, Strawberry, Currant, Gooseberry, Blueberry and Cranberry Varieties; Classification of Drupaceous or Stone Fruits; Fruit Judging and Fruit Shows; Development of Fruit Varieties; Bramble

Fruits; Classification of Small Fruits; Southern Fruits; Nut Fruits; Nomenclature of Fruits.

Aside from the educational matter in which the book abounds, there are practical commercial hints for Nurserymen in the variety notes which suggest kinds that may well be abandoned, as well as those at present the most popular and those likely to be more and more in demand. Indeed, this is one of the most valuable features of the book.

The illustrations are helpful, instructive and interesting. They include a view of the original Concord grape vine, fenced in, as it appears today; the old Mission grape vine at Carpinteria, Cal., one of the oldest on the coast, now dead; a Bahia (Washington Navel) orange tree imported from Brazil; Schley pecans compared with seedling pecan nuts; the variety test orchards of Stark Brothers Nursery, Louisiana, Mo., during an inspection by noted horticulturists representing a wide range of territory; the original Delicious apple tree which is recommended for planting in more sections of the U. S. and B. C. than any other apple variety; the wild strawberry of Interior Alaska; a young specimen of Pioneer blueberry bush in fruit; Franquette walnuts on the tree, the James variety of Muscadine grape; a young Sultanina (Thompson Seedless) vineyard: the leading raisin and table grape of the Pacific Coast; walnuts grown in California. Four pages are devoted to a glossary of pomological terms and eight pages to an index of the book.

If you missed getting your adv. in the current issue of American Nurseryman send your copy for the mid-month AMERICAN NURSERY TRADE BULLETIN.

CHINESE NUT ENTHUSIAST

During the summer of 1925 Henry B. Chase, Chase Brothers Co., Chase, Ala., and W. C. Reed, Vincennes, Ind., Nurserymen, made a tour of the world and while in Shanghai, China, were entertained by P. W. Wang, prominent citizen of Shanghai and deeply interested in horticulture, including nut culture. Mr. Wang several years ago procured fruit trees from Chase Brothers Co. and nut trees from W. C. Reed & Son for planting in China. He also sought nut information in general through the American Nut Journal which published his interesting letters in the February 1921 issue. He communicated, also, with Dr. W. C. Deming and other leaders in the Northern Nut Growers Association.

Mr. Wang is a man of varied interests, says Mr. Chase. He is a director in six banks, is the largest landholder in his province and is manager of the "Eastern Times," one of the oldest newspapers in China, printed only in the Chinese language. He is a Christian, interested in Y. M. C. A. work and in the work of missionaries. At his request Messrs. Chase and Reed posed with him for a photograph which is reproduced on the cover of this issue of the Journal. This group picture was published with appropriate comment in Mr. Wang's paper, a copy of which he sent to the editor of the Journal. In a heavy rain at 11 p. m., Mr. Wang was at the station to bid his guests Godspeed as they left Shanghai; and, according to Oriental custom, with a gift to them—in this case, beautiful Mah Jong sets.

Five years ago Mr. Wang wrote to Dr. Deming that Dr. C. T. Wang was promoting the construction of an improved highway from Nanking to Shanghai and to Hanchow, the first in South China, and Mr. Wang asked how he could procure black walnut trees or seeds from the United States to be planted along this highway. He has read Fuller's and Thomas' books on nut culture and has later information which aroused his interest in Stabler, Thomas and McCoy nuts. He explained that the walnut is called Wu Dau in China—wu meaning "foreign" and daw meaning peach. He says the walnut was brought to China by a famous ambassador as well as an adventurous explorer "in the early Han dynasty from Persia about the time of Lord Christ."

Franklin Davis Nursery Co., Baltimore, Md., report that fall business has been very good. Prospects for the future are better.

Joseph Cope, Frank W. Fultz and others have incorporated for \$100,000 the Cope Brothers & Fultz Nursery, Salem, O.

American Grown Seedlings

Apple Ussuriensis
 (Cultivated type)
Mahaleb Myro

TREES

Europe White Birch 5/6' & 6/8'
Box Elder 6/8'
Sycamore Maple 6/8'
European Mtn. Ash 4-5'

SHRUBS

Caragana Arborescens
Coral berry
Cotoneaster Acutifolia
Deutzia Pr Rochester
Honeysuckle Red Tatarian
Philadelphus Coronarius
Tamarix Hispida 6/8'

CARLOAD RATES TO SOME POINT NEAR YOU
Washington Nursery Co.
TOPPENISH, WASHINGTON
(IN THE FAMOUS YAKIMA VALLEY)



OUR SPECIALTY
OWN ROOT
R O S E S
Field Grown

Howard Rose Company
Hemet, California

AMERICAN NURSERYMAN



CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

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If proof of advertisement is desired, time should be allowed for round trip transmission.

ROCHESTER, N. Y., DECEMBER, 1925.

FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1866, as long-time Nursery concerns knew, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammeled lines.

"The dean of Nursery Trade Journalists."—John Watson.

IMPORTANCE OF THE TRADE PRESS

In a recent address to men connected with the press, President Coolidge said:

"Whatever has to do with the collection and transmission of information to the public is of the highest importance. It is gratifying to know that this great service to America is in the hands of men of ability and patriotism.

"There is a universal desire to serve the public in this capacity, not only interestingly, but candidly and helpfully. The fundamental institutions of our government scarcely ever fail to receive cordial support. The moral standards of society are strengthened and the intellectual vigor of the nation is increased and quickened by your constant efforts.

"The press is also an important factor in the commercial and industrial development of our country. It carries an amount of scientific information which stimulates both the production and consumption of all kinds of commodities.

"This service is always on the constructive side of affairs, encouraging men to think better, to do better and to live better. Reaching through it all, there is every assurance that today is better than yesterday, that tomorrow will be a better day than today, and that faith is justified."

THE MID-MONTH ISSUE

American Nursery Trade Bulletin

Affords in connection with the "American Nurseryman" an exceptional semi-monthly trade publicity service for Nurserymen. Rate: \$2.50 per inch; forms close 10th. Advertisements in "American Nurseryman" are reproduced in the "American Nursery Trade Bulletin." Subscription 50c year.

"Standardized Plant Names," by Olmsted, Coville and Kelsey, is the standard in this field.

LOOKING AHEAD

Among the important addresses of the year, of trade interest, that by Dr. L. H. Bailey, reported at page 55 of the September issue of this journal, stands out prominently. It discusses that which Nurserymen need frequently to consider—the policy, the ethics and the opportunity for community welfare which their business implies. It emphasizes the Nurseryman's field for a considerable degree of craftsmanship. To varying extent this is in the mind of every Nurseryman, but there may be much of value to many in the trade in what Dr. Bailey suggests. He combats the present day argument in behalf of standardization to attain quantity-production by stating that individuals need variety rather than uniformity and that reduction in number of varieties of trees and plants to a comparatively few, on the basis of standardized results, does not meet the essential needs of the people, the main demand for Nursery products being from amateurs naturally interested in a good variety. Whether Nurserymen can actually carry the old variety, says Dr. Bailey, is a question; if they cannot, some other means may arise to preserve it. The problem is: What is to be done with the amateur, upon whom the real progress in horticulture depends? The losses in fruit trees in the space of time between the Nursery row and the bearing orchard, to which Dr. Bailey referred some years ago, was cited by him in connection with his statement that, as technical knowledge increases, trees must be produced with more precision; this will add to the cost of the tree, but the public is becoming educated to higher costs in the interest of greater value.

Changes in Nursery practice in the last fifty years indicate changes in the next half century. Many of the present ornamentals may be crowded out. Probably methods of propagation will be materially changed. We may come back from "the alluring heights of big business to the plainer and pleasant fields of personal work with plants."

Many Nurserymen have never left these fields, says Dr. Bailey who predicts that the tide will come back to them. It is just such constructive thought as Dr. Bailey has presented that will encourage the discerning and more and more engage the attention of the trade generally.

THE A. A. N. OPPORTUNITY

Said a prominent member of the American Association of Nurserymen recently:

"If members of a Nursery trade association who do not pay their debts or arrange to take care of them satisfactorily with claimants were dropped from the membership roll, it would have a stabilizing effect.

"I do not believe any Nurseryman is justified in selling to a crooked or worthless Nurseryman, as by doing so sooner or later the legitimate trade is injured in some manner.

"If all reputable Nurserymen would refuse to sell stock to dead beats the latter would go out of business in a short time."

This is fine doctrine which in open discussion would be indorsed by all in the trade. But what is going on under the surface? For the sake of bringing to light transactions which violate good business ethics, the American Nurseryman years ago urged the maintenance by the A. A. N. of a Vigilance Committee. Considerable argument in these columns was needed to educate the trade to the importance of this

matter. Finally such a committee was appointed. For two or three years its operations were confined to unfair practices as regards competitors in the trade. Another campaign of education was required to show that this interpretation of such a committee's work was a narrow one. Then this journal's agitation actually brought before the committee violators of the policy of honest dealings with the planter and not only formal reprimand in one or two cases but also expulsion from membership in other cases.

This journal argued that those decisions should be published widely:

First, because of the highly effective deterrent such publication would cause in the trade.

Second, because of the salutary effect it would have among planters of Nursery stock.

Third, because it would tend, as much as any other thing, to increase membership in the American Association of Nurserymen; for it is probably true that no single advantage in A. A. N. membership would surpass in the mind of the individual the authority given him to announce on his letterheads and otherwise the fact of such membership—if the public should be advised from time to time of cases of violation of good business ethics in which radical action had been taken by the Vigilance Committee.

The making of the Vigilance Committee one of the most important phases of national association activities would be all to the good in increasing the prestige of the association.

FOR NURSERYMEN TO DO

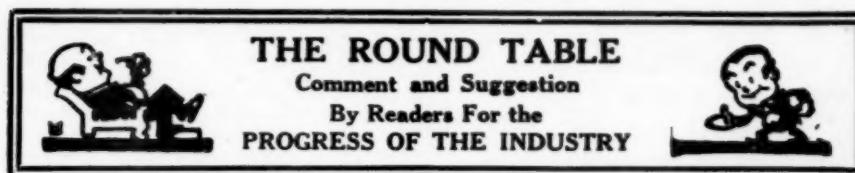
Chairman Robert Pyle, of the A. A. N. committee on botanical gardens and arboreta is periodically advancing the movement for a national arboretum on the Mount Hamilton site near Washington, D. C. He keeps in touch with officials at the national capital; and, as before stated in these columns, has assurance of the support of the Secretary of Agriculture in behalf of definite action in the near future. President Coolidge's economy program, carefully guarded by General Lord, the director of the Budget, is encountered at every move; but it is believed to be of great importance that the subject be kept alive through systematic agitation.

To this end Nurserymen generally are asked to communicate from time to time with the congressmen from their districts, urging the need of a national arboretum and the fact that an excellent site is available and should be secured while it may be.

Chairman Pyle, while in Washington in connection with the bulb conference last month, called at the Department of Agriculture and learned that while progress is slow it is not discouraging and seems to be in accordance with the usual rate at which such important matters move.

Mrs. Frank B. Noyes of Washington, whose husband is the president of the Associated Press, and whose activity resulted in the bill presented to Congress last year, arranged a conference at her home on November 16th at which leading men in the arboretum movement, including Chairman Pyle, outlined the plan to a number of influential women present, members of the Garden Club of America, who practically pledged the support of the club of 6,000 members throughout the country in support of the movement.

In the near future Chairman Pyle will present to Secretary Hoover the case of



THE ROUND TABLE
Comment and Suggestion
By Readers For the
PROGRESS OF THE INDUSTRY

Horticultural California Against Plant Enemies

Editor American Nurseryman:

In your issue of November, we note Mr. Wm. Pitkin's remark regarding Quarantine 37 and particularly his question: "Have you ever seen a booster for Quarantine 37 who boosted solely because he hoped that the quarantine would keep out bugs and diseases? Is it not true that every booster boosts because he thinks the quarantine is putting money in his pockets?"

We are very much surprised that any intelligent Nurseryman in the United States would put such a question. Evidently Mr. Pitkin has formed his conclusion from association strictly with those who are opposed to the quarantine. If he will come to California he will find that nearly every intelligent vineyardist, orchardist, grain grower, cotton grower and nearly every producer of fruit trees and ornamentals is strongly in favor of Quarantine 37 for the sole reason that he hopes to protect his product from new insects and diseases. This may be construed as "putting money in his pocket," but if we understand Mr. Pitkin's question it refers to keeping out competitive products, not to the indirect profits of growing better crops at minimum cost.

Furthermore, there are several hundred California Nurserymen who, like ourselves, have lost nice profits on account of Quarantine 37, but still we are heartily in favor of it and in favor of even closer restrictions. Previous to the establishment of the F. H. B., California Nurserymen handled ornamentals, imported conifers, camellias and many other evergreens from Europe, daphnes, camellias, persimmons, etc., from Japan and sold them at a good profit. This is all a thing of the past and for a number of years we have been without these profits. Still the California Association of Nurserymen on several occasions went strongly on record as favoring the quarantine, although not ten per cent of the membership grow any stock for shipment without the state.

We are enclosing with this a page taken from the November 1st issue of the Pacific Rural Press, reporting the action taken by the 58th Fruit Growers' and Farmers' Convention recently held at Sacramento, strongly commanding the F. H. B. and insisting on the continuance of the quarantine. In addition to this, the State Grange in session at Sacramento during the present week passed resolutions strongly endorsing the same quarantine.

Mr. Pitkin may contend that California Nurserymen are growing stock which was formerly imported and that it is money direct in their pockets to have all foreign products excluded. This is true of a few of us, but there are hundreds of Nurserymen like our-

the Nurserymen from the standpoint of the commercial interests of America.

Mr. Pyle has talked with several senators and representatives and found them favorable to the project. What is needed is for Nurserymen, and all others especially interested, to talk or write to their representatives in Congress and acquaint them directly with the importance of this matter.

When writing to advertisers just mention **American Nurseryman**.

selves who do not grow one single bulb or plant for wholesaling outside of this state and have no interest whatever in the matter of quarantine other than the keeping out of new insects and diseases.

Now we should like a direct answer from Mr. Pitkin to this question: "Has he ever seen a knocker of Quarantine 37 who did not knock solely because he thinks the quarantine is keeping money out of his pocket?"

For every such person Mr. Pitkin can honestly refer to, we will produce a hundred who favor the quarantine solely on account of excluding menaces to the products of the United States.

CROW'S NURSERIES.

Gilroy, California.

Spring Shortage In Many Items

Manchester, Conn., Nov. 19—1925 was not a bad year for Nursery trade. We cleaned up. Scarcely anything left for brush pile in spring. Had a good growing season throughout the year and all the fall business we could handle to advantage. Pretty well satisfied and we believe that is the general opinion in the trade.

Indications are that stock is going to be short on many, many items this coming spring. Fruit tree market is pulling out of slump; good varieties are selling.

We just feel there is nothing to worry about and everybody is going to have a good trade.

C. R. BURR & CO., INC.

Lively Times at Bloomington

Bloomington, Ill., Nov. 8—Local Nurseries are a little more than half through with their fall shipping, and are working hard to complete the work before the arrival of cold weather. The shipment of heavier trees is pretty well over, and that which remains is largely ornamentals.

So busy have the Nurserymen been in filling orders and storing away stock in the packing sheds, that they have not yet begun ornamental planting jobs.

It would take two or three weeks of good weather to complete this kind of work. Nurserymen consider themselves fortunate if they have good weather up to November 10; after that time they figure that they are running on borrowed time, so to speak. Some years the weather holds good until well along toward Christmas, and they are enabled to get a great deal of work out of the way.

This has been a very unusual fall and a hard one on Nurserymen. October had 21 days of rain or snow, and Nursery work was greatly retarded. Oldtimers say it was the worst since 1867. It has been almost impracticable to do any fall planting and at the same time attend to the digging and shipping of Nursery stock. There will be much to do in the spring, and it is hoped it will be an early one.

Nurseries report a heavy business this year. Owing to the delay in filling orders, due to weather conditions, a great deal of the business will necessarily have to be carried over to next spring, especially so if there should come an early freeze up.

Nursery Property Sold

Twenty-five acres of land in Hillside, formerly occupied by the Elizabeth Nursery Company, has been purchased by Jay A. Weber of Leonia for the Pictorial Review Company of New York, which plans to erect a large printing plant on the site in the near future.

Heavy Selling in Cherry

Vincennes, Ind., Nov. 3—Sales on cherry started off slow early in the season. Some few growers got cold feet and quoted some very low prices and rather demoralized trade for a while. Had it not been for this, cherry should have brought 10c more at least.

We started in the season with a large stock of one-year and fair block of two-year, but at this date are nearer sold out than we have been for several years this early. Think two or three cars would clean up all the cherry we have unsold; these mostly one-year. Our blocks of one-year are running 69 per cent 11/16 up; 16 per cent 9/16; 12 per cent 7-16, and 3 per cent under 7-16. Prices are holding firm and demand is very strong. Are shipping average of car per day. Apple and peach are not moving so well as usual but our supply is less. Weather during October coldest and wettest on record; two inches of snow today and mercury 20 to 22 past three days which has stopped all field work. Nothing on record for October to equal it. Demand for sweet cherry very heavy.

W. C. REED & SON.

Wholesale Market Strong

Winona, O., Nov. 3—The smaller sizes of evergreens were plentiful but the larger sizes were short, while the wholesale and retail demand was good. Fruit trees and flowering shrubs had a fair retail demand and hedge plant demand was good...while stock on hand was adequate. The wholesale market is strong and orders have come in for fall and spring shipping in good volume.

We are enlarging our storage cellars and expect to be able to make earlier shipment next spring to those who desire it.

J. JENKINS & SON.

In Hereford, Tex., District

Hereford, Tex., Nov. 20—More than eleven thousand dollars worth of trees will be shipped from the Hereford Nursery to various points in Texas, Oklahoma and New Mexico during November, according to Joe Landrum, business manager. Shipments will be sent to 396 customers during that month which is the largest number of individual shipments that have been sent from here in some time.

Grapes will lead in the number of plants shipped. Peaches, plums and cherries, all big money crops for the Panhandle, are just about equal in number. Pears, prunes and apples come next and are about evenly divided. It is unusual for so many orders of prune trees to go out during one month, according to Landrum. He predicts that this will be a big industry for this section within a short time, as prunes thrive here.

Around \$1,500 worth of fresh fruit was sold by the Nursery during the summer months from the experimental orchards. Some three hundred varieties are being tested out here, so that customers and tourists can see the varieties best adapted to this section. Hundreds of tourists and visitors visit the Hereford Nursery during the spring and summer.

Secretary M. G. Mitchell of the Mitchell Nursery Co., Tacoma, Wash., who has been tireless in advancing the argument that plants and flowers can be made of inestimable value in any community, and whose activity has done much for the city of Tacoma, writes that there is under consideration the selection of a floral emblem for that city. Secretary Mitchell has also been foremost in the effort to retain the name Tacoma for the mountain after which the city was named.

Louis J. Tackett, owner of the Panther City Nursery, Fort Worth, Tex., has established the Lubbock Nursery Co., Lubbock, Tex., and will move his Nursery stock to that place.

A Retrospect and An Outlook

Surveying the Trade Record of 1925 and Anticipating That of 1926 ALL READERS INVITED TO PARTICIPATE

THE QUERY

What in your opinion is the outstanding event in the progress of the Nursery Industry in 1925?

Have you a suggestion as to one or more things to be kept uppermost in mind by Nurserymen in 1926?

EARLY REPLIES

Business More Hazardous

Editor American Nurseryman:

We attribute the increase in our 1925 business to the general condition of the country being much improved. The farmers in the Middle West are getting back on their feet again. Prices on farm products and live stock have been good during the past year and this, of course, stimulates all business.

Our suggestion for the future would be the slogan that is used by the railroads in their safety first advertising: "Watch your step."

We think that it is going to be necessary for the Nurseryman to use a little more caution in his planting and in his buying. We think that a man should be very conservative and keep very close tab on his business, especially during the next year or two.

The Nursery business is becoming more hazardous every year and no Nurseryman can, with any safety, do any guess work. He should know just exactly what he is doing at all times.

HARRISON NURSERY CO.

By E. H. Smith.

Wholesale, Retail Separation

Editor American Nurseryman:

It seems to the writer that a steady progress along all lines has been a characteristic of the year 1925.

I do not know of any thing that would do the Nursery business more good than a thorough organization in keeping with the organization of other lines that would be able to persuade the wholesale men to keep out of the retail end of the business and the retail men to keep out of the wholesale business. It seems to me that there is more danger to the Nursery business in this country from Nurserymen "cutting each other's throats" than from any one cause.

SHERMAN NURSERY CO.

E. M. Sherman, President.

Look Out For Over-Production

Editor American Nurseryman:

From all reports that I have, the sales have been exceptionally good on all lines of Nursery stock this year, and I attribute that to the fact that practically all up-to-date Nurserymen have put forth an effort to produce and deliver a better class of Nursery stock than has been produced in previous years; and also that the most of the wild-cat Nurserymen who used to defraud the public by putting out their inferior stock no longer find the picking so easy and have beat a retreat to other lines.

The only way any industry can succeed and make progress is by doing strictly an honest business, and I believe the Nursery business today, as a whole, is on a higher plane than it has ever been in the history of the industry.

I believe that one thing that we should keep in mind for the coming year is the possible over-production of some lines of

Nursery stock, especially peach in the South. There are not going to be near enough peach trees to fill the demand for the spring trade and for this reason if we are not very careful we will over-estimate our planting of peach seed and in two years from now find our brush piles as large as they have been the past two years. If we will be conservative in our plantings, produce good stock, be honest in our dealings, and put out stock that is strictly true to name, we are bound to succeed.

LEE McCLAIN.
President S. N. A.

Warning On Over Production

Editor American Nurseryman:

Hardly know how to answer your letter of the 7th inst. There appears to be an alarming shortage throughout the entire country of all varieties of shade trees in all sizes, and also of almost all varieties of evergreens in sizes above 4 feet in height. This situation is hardly, however, what could be called an "outstanding event."

There is one thing that I think it would be well for you to keep preaching against and that is the matter of over-production. We are sure to face a period of surpluses, which is another way of saying bonfires, unless this matter of production be governed or remedied in some way.

LESTER C. LOVETT.

Little Silver, N. J.

Four Main Points

Editor American Nurseryman:

Among the outstanding events in Nursery Industry during the past year I think should be mentioned:

- 1—The 50th Anniversary Convention.
- 2—The F. H. B. hearing in Washington last week.

3—The opening of radio stations by Nurserymen for their own particular use (instance, Earl May).

4—The fact that demand for our stock is pulling at the Nurserymen to increase their production instead of Nurserymen being obliged to push sales in order to dispose of stock grown.

THE CONARD-PYLE COMPANY.
West Grove, Pa. Robert Pyle, Pres.

Edinburg, Tex., Nov. 4—The combined commissioners' courts of Hidalgo and Cameron counties recently agreed on a quarantine or embargo on Nursery stock from other states, passed a resolution requesting George B. Terrell, commissioner of agriculture, to place stringent regulatory measures at his discretion upon all citrus trees shipped into these counties from any place in this state or any other state where citrus canker, scaly bark or insect pests are known or thought to exist and the county judge of each county is required to transmit this resolution to the commissioner of agriculture. The meeting before the two commissioners' courts was an open one and representative Nurserymen from all over the Valley were in attendance. Several Nurserymen from Florida were also present to present the interest of their state.

The annual meeting of the New England Nurserymen's Association is to be at Hotel Bellevue, Boston, January 26 and 27, 1926. A very interesting meeting is anticipated.

President Richard M. Wyman and Treasurer Frederick S. Baker officially represented the association at the New England Conference, sponsored by the governors of the six New England states. This was held at Worcester, November 12 and 13.

New York Forest Nurseries

For the first time since the reforestation movement was initiated, the shipment of trees from the New York State Nurseries has passed the 10,000,000 mark for a year.

According to figures made public by the conservation commission 10,410,570 trees had been shipped from the Nurseries at the close of the fall planting season. Private land owners led in the number of trees ordered, taking more than 5,000,000, while industrial concerns with orders for more than 2,000,000 were second, and municipalities third with more than 1,000,000 to their credit.

The commission has received orders for next spring's planting, the city of Glen Falls putting a request for 1,000,000 two-year old white pine seedlings to be added to the municipal forest.

For Oklahoma Conditions

By W. E. Rey, Oklahoma City

ORNAMENTALS

I shall not attempt anything like a complete description of the ornamentals that can be successfully grown in Central Oklahoma. In touching upon the subject of trees I believe the White American elm deserves first place. Next in favor would be the Silver maple followed by sycamore, Bungel catalpa and Lombardy poplar which are all very popular. We are watching with interest the development of the Chinese elm which promises to fill a long felt need, that is, a very rapid growing tree of the elm family.

There are between fifty and seventy-five varieties of shrubs that may be successfully grown in Central Oklahoma. From this list we would select the following twelve shrubs as especially adapted to sunny locations: Spirea Van Houtte, Spirea Thunbergii, Japan Quince, Desmodium, Persian Lilac, Althea, Lonicera Fragrantissima, Vitex, Buddleia, Golden Elder, Forsythia, and Syringa Philadelphus. For shade and partial shade, Coral Berry, Snowberry, Hydrangea Arborescens, Hydrangea P. G. Snowball, Weigelia, Lonicera Tatarica, Spirea Anthony Waterer, Calycanthus, Kerria Japonica, Spirea Van Houtte, Spirea Thunbergii, Forsythia and all of the Syringa or Mock Orange do well in partial shade also. Time does not allow a more detailed discussion of this interesting subject.

Out of the hundreds of varieties of roses that we have to choose from I have selected the following varieties as having given us the best results. Kaiserin Augusta Victoria, Bessie Brown, White Killarney, Angelus and White American Beauty, American Beauty, Red Radiance, Etoile de France, Hoosier Beauty, Crusader and Francis Scott Key, Pink Radiance, Columbia, Maman Cochet, Madam Butterfly, Los Angeles, Lady Hillingdon, Etoile de Lyon, Golden Ophelia and Sunburst.

I do not believe it will be necessary at this time to go into the subject of hardy perennials and bulbs though they do play a very important part in making the home and garden beautiful.

In closing I will say a few words in regard to evergreens which I believe are becoming the most popular type of ornamentals, especially the many varieties of arbor vitae with their beautiful compact, globe and pyramid forms; and their wide range of shades of green, gold and blue.

The juniper also plays an important part in the ornamental planting and will be used more and more for their beautiful green, gray and silver foliage, their habits of growth from low and spreading to upright columnar.

Some of the pines are very useful on the landscape while others fit in nicely in the border arrangement. Of the broad-leaved evergreens, the boxwood and some of the liguistrums are very hardy and most dependable. Owing to the severe cold last winter several of the broad-leaved type of evergreen and many of the cypress did not survive the winter and had to be replaced with more hardy varieties. However some survived the zero weather and still remind us of their beauty.

If you missed getting your adv. in the current issue of American Nurseryman send your copy for the mid-month AMERICAN NURSERY TRADE BULLETIN.

TRADE ASSOCIATIONS

American Association of Nurserymen—Charles Sizemore, secy., Louisiana, Mo.; 1926 Convention, Louisville, Ky. June 23-25.

Alabama Nurserymen's Association—Dr. F. T. Nye, Secy., Irvington.

California Assn. of Nurserymen—Mr. Armstrong, Jr., Secy., Ontario, Cal.

Connecticut Nurserymen's Association—F. S. Baker, Secy., Cheshire; 2nd week, Jan. 1926, New Haven.

Eastern Canada Nurserymen's Association—Chas. K. Baillie, Secy., Box 158, Welland, Ontario, 1st week, Jan. 1926, Toronto, Canada.

Eastern Nurserymen's Association—F. F. Rockwell, secy., Bridgeton, N. J.

Illinois Nurserymen's Association—N. E. Averill, secy., Dundee, Ill.; Jan. 21, 22, 1926, Sherman Hotel, Chicago, Ill.

Iowa Nurserymen's Association—R. S. Herrick, secy., State House, Des Moines, Ia.

Massachusetts Nurserymen's Association—Winthrop H. Thurlow, secy., W. Newbury, Mass., Jan. 1926, Hort'l Hall, Boston.

Michigan Association of Nurserymen—C. A. Krill, secy., Kalamazoo.

Missouri Nurserymen's Association—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo. Jan. 27, 1926, Kansas City, Mo.

Nebraska Nurserymen's Association—L. A. Moffet, Secy., Fremont, Neb.

New England Nurserymen's Association—G. Howard Frost, secy., West Newton, Mass.; Jan. 26, 27, 1926, Hotel Bellevue, Boston, Mass.

New Jersey Association of Nurserymen—Wm. F. Miller, secy., Gloucester City, N. J., 3rd week, Jan. 1926.

New York Nurserymen's Association—Charles J. Maloy, secy., Rochester, N. Y. Jan. 12, 13, 1926, Seneca Hotel, Rochester, N. Y.

Northern Retail Nurserymen's Association—C. H. Andrews, secy., Faribault, Minn., Nicollet Hotel, Minneapolis, Dec. 1925.

Ohio Nurserymen's Association—Howard N. Scarff, secy., New Carlisle, O.

Oklahoma Nurserymen's Association—W. E. Rey, secy., Oklahoma City.

Pacific Coast Association of Nurserymen—C. A. Tonneson, secy., Burton, Wash., 1926 convention, Victoria, B. C.

Pennsylvania Association of Nurserymen—Floyd S. Platt, secy., Morrisville, Pa., Jan. 1926.

Rocky Mountain Nurserymen's Assn.—C. Ferguson, Denver, Colo., secretary.

Rhode Island Nurserymen's Association—H. H. DeWildt, secy., 521 Elmwood Ave., Providence, R. I.

Southwestern Nurserymen's Association—Thomas B. Foster, secy., Denton, Tex. 1926 convention, Dallas, Texas.

Southern Nurserymen's Association—W. C. Daniels, secy., Pomona, N. C. Sept. 1926, Atlanta, Ga.

Tennessee Nurserymen's Association—Prof. G. M. Bentley, secy., Knoxville, Tenn.

Western Association of Nurserymen—George W. Holsinger, secy., Rosedale, Kan. Jan. 27-28, 1926, Kansas City, Mo.

Western Canada Nurserymen's Association—T. A. Torgeson, secy., Estevan, Sask., Canada.

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THREE DECADES OF NURSERY TRADE JOURNALISM

Summarized at the Passing of Another Yearly Milestone

A Trade Record Which Can Never Be Duplicated

**Wherein Is Presented, Not What Will Be Done But What Has Been
Done and Is Being Done By**

THE AMERICAN NURSERYMAN

CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

THE editor of the American Nurseryman originated Nursery Trade Journalism in America thirty-two years ago.

2—He was the first to elicit expression of opinion by Nurserymen, through the columns of a trade journal, on live subjects of practical value to the trade.

3—He was the first to boost for the American Association of Nurserymen and for an increase in its membership; arguing year after year that when practical advantages and a limited membership total were established there would be a waiting list of those who were knocking at the door, instead of continual solicitation on the part of the organization.

4—He was the first to recommend and persistently to urge reorganization of the American Association of Nurserymen which was accomplished in 1915, from which time dates the nation-wide influence of that organization, as was predicted.

5—He was the first to propose that the American Association of Nurserymen should not only have a membership committee but that all applications for membership should be passed upon by that committee after due examination of the qualifications of the applicant; that ability to present a check for the membership fee was not sufficient.

6—He was the first to urge adoption

of the principles of a Code of Ethics and long argued the importance of this subject. This agitation resulted finally in the insertion of Section 9 in the constitution of the A. A. N.

7—He was the first to propose and urgently to argue for, the establishment and maintenance of an A. A. N. Vigilance Committee. So novel was this idea that its real purport was not grasped by the committees annually appointed until two or three years had elapsed, when it began to function normally.

8—He was the first to argue that the duties of the Vigilance Committee should apply to transactions between a Nurseryman and a planter as well as between members of the trade. This novel idea was finally put into operation, as shown by Vigilance Committee records.

9—He was the first to propose systematic publicity—indeed, any kind of organization-backed publicity—for the American Nursery Trade.

10—He was the first to demonstrate that a Nursery inspector is an ally and not an opponent in good business practice; that a certificate of inspection is a strong selling point. Cooperation with state entomologists and their representatives is now general in the trade.

11—He was the first to exclude from a Nursery Trade journal advertisements of unreliable concerns.

12—He was the first to question the policy of the current waiver of warranty: "We give no warranty, expressed or implied, as to quality of any Nursery stock we sell;" also the announcement that the responsibility

of the Nurseryman ceases before the delivery of the goods to the purchaser.

13—He was the first to publish an adequate report of a convention of a Nursery trade organization and has maintained through three decades annual reports of proceedings of the American Association of Nurserymen aggregating pages in space as compared to columns elsewhere, outside of the official reports.

14—He was the first to suggest the formation of an American Federation of Horticulture, or Congress of Horticulture.

15—The American Nurseryman was first to carry advertisements in the columns of a Nursery trade journal beyond the subscription list and to the entire trade.

16—To give a semi-monthly and weekly trade journal service.

17—To suggest affiliation of state and regional Nursery associations with the national organization.

18—To feature seasonal trade reports on crop and market conditions.

19—To boost for Market Development as the outgrowth of trade publicity.

20—To uphold Government protection of American agriculture and horticulture from foreign insects and diseases.

21—To suggest Rochester, N. Y., as the logical meeting place for celebration of the Semi-Centennial Anniversary of the American Association of Nurserymen.

22—To publish an illustrated history of the American Association of Nurserymen from the date of its origin.

23—To maintain for years, exclusively in a trade publication display advertisements citing the advantages of membership in the American Association of Nurserymen at times extending such space to cover an entire page.

24—To preserve in periodical form the activities of the American Nursery Trade in all phases and in every section—a trade record exclusive in kind, comprehensive in character and complete to date.

The Cost of Growing a Nursery Tree

R. R. Benson in Los Angeles Times

WHAT does it cost to grow a Nursery tree? Only the Nurseryman who has been in business long enough to arrive at fair averages for large numbers of trees should answer, and it is not the ambition of this article to reduce the costs of production to fractional figures. But, when a buyer is charged \$2 up for citrus trees and \$1.25 up for walnuts, he would like to feel that he is being asked only a fair price, one allowing the Nursery a just profit without imposing upon his (the buyer's) pocket-book. Usually he finds it difficult to subscribe unquestionably to this belief. Were he to try to assume the Nurseryman's position, perhaps he could see some justice in the high prices of Nursery stock. In so doing he would note the following considerations which enter into the prices he is asked to pay:

The Nursery business is not a "closed industry," but is subject to the same keen competition that tends to hold prices to a fair basis in other commercial enterprises. There are many Nurseries, and many thousands of trees are placed on the market each year. Observation indicates, however, that prices are not fixed on the basis of this production but rather by the supply produced in the large long-established Nurseries whose reputations have enhanced the values of their competing stocks. In a sense it is the Nurseries' reputation, rather than their supplies of trees that are competing for the market.

A careful, progressive buyer, however conservative, is willing to pay a premium

for a tree grown in a Nursery of excellent repute, for he realizes that the investment is to cover a long period in his farming career and because, for three or four years, the only assurance he has that the tree is what it is reputed to be is the Nursery's good name. This assurance is a real commodity and enter into the selling price entirely apart from profit. Probably it is the largest single item contained in the selling price, but when one considers that a Nurseryman has to struggle through six to eight years of unestablished merit before his trees begin to build a reputation for him, it seems only just that the reputation so earned should be worth considerable on every tree produced thereafter. The Nurseryman, himself, cannot accurately calculate this item nor can the buyer totally segregate it from consideration of the Nurseryman's profit.

The labor of "budding," or even of the more laborious operation of "grafting" (by which method alone walnuts are propagated) adds no large amount to the actual cost of production, even though it is the fundamental operation upon which the value of a tree depends. Allowing a generous \$10 per day for an expert budger, and \$5 for the "tier" who follows him, the minimum of 1500 buds or 700 grafts which these men will stick and reduce to not more than 2 cents per tree plus cost of buds and scions. The real value involved is the guarantee that the buds or grafts come from trees of known variety and type or, in case of the "pedigreed performance" buds, of known variety plus proven productivity. Ninety per cent

of buds "stuck," and 75 per cent of walnut grafts should develop into trees, so the loss at this stage of the Nursery period is not large. Nor can the cost of raising seedling stock be high, although there is some cash tied up in lath-houses to cover seed beds, and some labor required in transplanting seedlings to the field.

Among heavy costs are labor, fertilizers, spraying, digging, labeling, advertising.

AMERICAN ASSOCIATION OF NURSERYMEN

Chas. Sizemore, Louisiana, Mo., Secy.

Secretary Sizemore's report for October 1925 shows receipts amounting to \$18,043.09 disbursements, \$6,810.95; balance on hand, \$11,232.14. Collections of accounts and claims for the membership during the month amounted to \$6,781.81, making a total since July 1st of \$18,652.78.

Chairman Henry T. Moon, of the committee on legislation reports that a matter to claim attention at the coming session of Congress is the Cramton "True to Name" bill, H. R. 760, which has come up for action repeatedly.

Following are new members of the American Association of Nurserymen, since last report:

W. M. Fankhauser, Perry, Lake County, O.
Swedberg Brothers Nurseries, Battle Lake, Minn.

Haley Nursery Company, Geo. Haley,
Prop., R. 5, Smithville, Tenn.

Blue Bird Farm, D. Boet Prop., Castle Hayne, N. C.

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Vice-President, Earl E. May, Shenandoah, Iowa.

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FOR SALE—80 acres, winter and summer Nursery and bulb farm. Winter propagation of Narcissi, Lillies and Nursery Stock outdoors. Buildings, equipment, some stock. Price \$4,000, best title. Ideal climate, near Gulf. Write for details. F. W. HAEHNEL, Foley, Ala.

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 No Boxing Charge. Per 100
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 Honeysuckle Tartarian Alba and Rubra, 3-4 ft. 15.00
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THE DINGEE & CONARD CO., West Grove, Penna.

Picea Pungens, or Colorado Blue Spruce, new crop seed from the bluest of the blue trees, \$4.00 per lb., prepaid. Juniperus Scopulorum, or Colorado Silver Cedar, \$1.50 per lb. Cash with order. Rocky Mountain Evergreen & Nursery Co., Evergreen, Colo.

ST. CLAIR PEACH

A new yellow cling. Ripens about September 1st. 12 specimens filled a peck basket. Medium size trees \$1.00 each.

L. F. DINTELMANN, Belleville, Ill.

GRAPE cutting grafts, done on contract. Grafted grapes are twice as productive. Trained under Prof. F. E. Gladwin. Also want pure Clevenor and Campbell Early grape wood. D. C. PASCHKE, North East, Pa.

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9-11-16—\$200.00 per 1000
 7-9-16—150.00 per 1000
 5-7-16—100.00 per 1000
 2 feet — 80.00 per 1000

Special prices on Delicious, Cortland, McIntosh, Baldwin, Banana, Rome Stayman, Spy, Cherry, Pear, Plum, etc. William P. Stark, 628 Witherspoon Building, Philadelphia, Pa.

AMERICAN MAHALEB CHERRY SEEDLINGS

Mahaleb 200,000 No. 1 grade, 6-10 m-m at \$8.00 per 1000; 150,000 No. 2 grade, 4-6 m-m at \$6.00 per 1000; 150,000 No. 3 grade, 2-4 m-m at \$4.00 per 1000. William P. Stark, 628 Witherspoon Building, Philadelphia, Pa.

PEONIES

Special Offer—5000 Festiva Maxima; 2000 Roseum Elegans; 2000 Edulis Superba; 3000 Pink; \$15.00 per 100; \$120.00 per 1000. William P. Stark, 628 Witherspoon Building, Philadelphia, Pa.

Fruit Growers' Suggestions to Nurserymen

By WILLIAM P. STARK, Philadelphia

Some of the pomological authorities oftentimes deplore the lack of publicity given to varieties by enterprising Nurserymen. Unless a variety is featured and pushed it may for years remain undiscovered.

In addition to double working the Cortland, Judge Howard F. DeCou, of New Jersey, has planted every Cortland tree he was able to secure. Dr. Hedrick, of the Geneva Station, showed me the Cortland some years ago and I was so favorably impressed with the value and substantial character of the tree that I urged Nursery friends to propagate it commercially.

Dr. Hedrick said they created the varieties but the vital question was to have these valuable creations disseminated and from a more recent statement I will quote Dr. Hedrick:

"I am glad to read your opinions in regard to the distribution of varieties. You certainly have had experience and training to give what you say authority. I can quite agree with you that Nurserymen and fruit growers are not working in harmony. We have long held it up against Nurserymen that they will not propagate in many cases desirable varieties if they happen to be poor growers in the Nursery, no matter how well they might turn out in the orchard. This is a mistake."

"Your sketch of the status and history of

double working trees is very interesting. I quite agree with you also in your statement that the Delicious apple and the Hale and Elberta peaches have formed the foundation of the groups of these fruits, and also McIntosh which would be the foundation of the group of varieties that will be grown most in New York and New England in the future."

J. H. Hale said the large profits in fruit growing were made by those who had the talent and courage to discover and plant the good things. He said his chief profits came from keeping ahead of the "gang." The DeCous have always been leaders in fruit growing. When the Elberta peach was introduced, the DeCous propagated it in their peach Nursery, and, while planting extensively, urged their neighbors also to plant commercially. But the neighbors were conservative and planted Smock and other old-time favorites. Mr. DeCou, like all discoverers, is endowed with vision along with judgment and the ambition and ability for the greater things.

Our scientific authorities, and soundly too, advise conservatism. Results prove the wisdom of their judgment, because 99 varieties out of every 100 fail to make good. But horticulture requires bold pioneers as well as the conservatives. New varieties are, as Governor Norman J. Colman, Secretary of

Agriculture said, in speaking of promising race-horses as sure winners, "a horse-race is an unknown quantity."

Lewis Mood has planted a ten-acre peach orchard of the "Mood peach" of the Rex season to follow Elberta. The original Mood peach tree has produced crops of magnificent peaches, one crop \$40 for the tree—the fruit at wholesale, commanding two and one-half times the price of Rex—and yet, and rightly, too, our scientific horticulturists know from their observation, that no variety should be judged by the results of one tree or crop. Notwithstanding, Mr. Mood has absolute faith—confidence that the ten acre orchard—ten crops—will produce \$50,000 worth of peaches. This man Mood is the genius who discovered the Mahogany Red Delicious, the greatest development and improvement in apple growing in pomological history.

Russian apples were a craze some years ago. The Russian talk was the chief stock in trade of the lightning-rod tree dealers, and too many misguided visionary and unscientific horticulturists. The work of old Peter Gideon and his Wealthy, Dr. Stayman and his Stayman Winesap, Jesse Hiatt and his Delicious, Allan McIntosh and his namesake apple are worth more to American horticulture than all Russians and all other importations combined; and from these foundations our plant breeders are at work creating the ideal varieties for the future.

Judge DeCou, while planting the McIntosh creations by the thousands, their reputations to be made, has, with his intuitive judgment and discernment, hesitated planting one variety after he had the trees ready for planting by the several thousands, and this variety is recommended as one of the most remarkable creations in apple history. For beauty incomparable, a precocious bearer, a long keeper, with a flavor and refined quality pleasing to all tastes, it is the ideal creation, but Judge DeCou hesitated. Time may prove that he is correct. If results prove that the Judge has been leaving unworked a goldmine—"acres of diamonds"—no man will be quicker to acknowledge his error. In the meantime, the cautious and reserved Mr. DeCou is too fair a judge to broadcast his opinion. He will wait, as Sam Jones said, for all the evidence before rendering the decision.

Mr. DeCou said that for many years he had propagated, purchased, sold and planted many thousands of fruit trees from the wholesale Nurseries of ability, experience and character and that the errors in proportion to the volume, were not worth while mentioning. That his relations with such reputable establishments had always proven dependable and reliable.

The American Nurseryman, December 1924, publishes on the first page, an advertisement well worth the reading because it stands as the bedrock foundation. "How sound was its foundation, and how consistently true to form its continuance, is evidenced by the magnitude of its proportions after 71 years."

From a personal acquaintance and contact with the founder of these Nurseries for a period of half a century, even longer including my father's experience—a volume representing thousands of dollars, hundreds of thousands of fruit trees and not one error do I recall.

In the same state, Ohio, hundreds of other Nurseries whose structure was built on the quick sands, "reliably unreliable," have passed into oblivion. "The survival of the fittest."

The DeCou orchards are a pomological and financial success. Commercial growers go to these orchards for dependable information. The Experiment Station scientific men work with Mr. DeCou. The DeCous are "progressive conservatives," students of horticulture, and prospective planters should visit the famed orchards.

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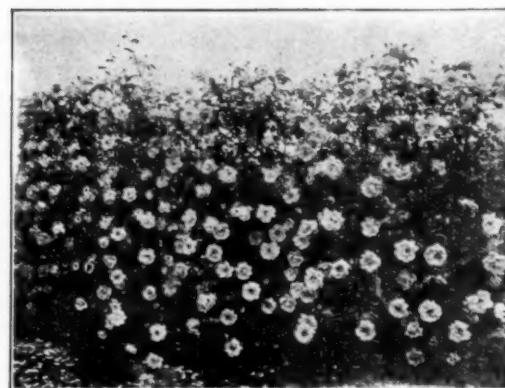
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If proofs are wanted, copy should be in hand previous to above dates.

American Fruits Pub'g Co., P. O. Box 124, Rochester, N. Y.

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Transmit a Check, Draft or M. O., in payment for membership (ACTIVE, ASSOCIATE) in the American Association of Nurserymen, citing information as follows: Business wholesale or retail, or both? Business conducted through agents or catalogues or both? Acres in Nursery Stock. Fruit trees. Ornamentals. Number of Greenhouses. Square feet under glass. Gross volume of Nursery business for past 12 months, ending June 1st. References—two Banks. Six trade references.

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